Woods, Alexander
Trade letter to the
merchants and manufacturers
of Canada

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TRADE LETTER

TO THE

Merchants and Manufacturers

OF CANADA,

TREATING OF

I.

THE EXTENT AND VALUE OF THE TRADE WITH AUSTRALASIA.

II.

THE PORTION OF SAME DONE BY GREAT BRITAIN, THE UNITED STATES AND CANADA.

III.

THE ARTICLES OF OUR PRODUCE AND MANUFACTURES IN WHICH WE MAY NOW HOPE TO EXTEND TRADE.

IV.

THE ESTABLISHMENT OF A CANADIAN AGENCY IN AUSTRALASIA, FOR THE PURPOSE OF FACILITATING OUR TRADE AND COMMERCE WITH THAT COUNTRY.

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By

ALEXANDER WOODS,

Agent General from Canada to Australasia.

WINNIPEG:
THE MANITOBAN PRINTING COMPANY, LIMITED.

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To The Merchants and Manufacturers of Canada:—

GENTLEMEN—

The growth of manufacturing enterprises in Canada during recent years has been rapid, perhaps more so than a healthy competition on the limited home market would justify. Fortunately the energetic policy pursued in railway construction has done much to open up new fields for the settler, give employment to labor and extend the market for manufacturers.

The completion of our great trans-continental railway will still further open markets for our raw and manufactured products.

Having this in view, the Dominion Government has appointed me "Agent General from Canada to Australasia." My primary business is to develop closer commercial relations with that continent, to bring the Canadian producer and Australian importer together, to let the one know the wants of the other, to show the Australian buyer what the Canadian can sell, to advise the Canadian producer as to the styles and character of goods suitable, or which can be made suitable, to the Australian trade, to give such advice or opinion on the commercial standing of the firms proposing to do business as may be desired, so far as local knowledge may enable me; thus to assist and increase the ability of the Canadian dealer to compete for the trade and to do so with no more than the ordinary commercial risks.

With the object of more effectually accomplishing the ends in view, I propose to visit within a few weeks the principal centres of manufacturing industry throughout the country, for the purpose of meeting so many of the manufacturers as possible, placing this matter before them and asking their co-operation.

The intention is to open a Canadian office and sample warehouse in one or more of the principal cities in the Australian colonies—in the former to keep all such information about Canada as it may be possible to supply through maps, directories, commercial journals, etc.; in the latter to keep samples of such Canadian manufactures as may be adapted to that country, price lists of same in Canada, with such information as to freight and insurance as may be necessary to give the purchaser delivered prices. Many samples of the same article but by different makers, and prices of each, may be kept on hand, the purchaser making his selection. Duplicate samples of small portable wares should be sent, as local brokers will take the goods in hand with a view to making sales, in the same manner as our commercial travellers; having obtained orders they could send same direct to manufacturer, giving the usual shipping directions and any necessary references.

Samples will be the property of the consignees, subject only to the charges for freight and insurance which may have been paid by the Government. Consignments for sale cannot be received by me, but I will be happy to give such advice as may be desired as to responsible and satisfactory firms to whom consignments may be made. In fine, the object of the Canadian Agency being, as stated, to assist in the promotion of commercial intercourse between the two countries, manufacturers and traders may use it in any way which will conduce to that end.

Having thus briefly as possible pointed out the methods which will be adopted for the purpose in view, it may now be in order to inquire the extent of the trade, particularly that portion done by Great Britain, the United States and Canada, with some notes as to the class of goods in which we may hope to compete with success, and with tables giving in—

A. The exports to and imports from the United States by Australasia of domestic merchandise for the year ending June 30th, 1885.

B. The exports to and imports from Great Britain by Australasia of some of the principal articles for the year ending December 31st, 1884.

C. The exports to and imports from Canada by Australasia for the year ending June 30th, 1885.

D. The trade of each colony with Great Britain, United States and Canada, railway mileage and telegraph lines of Australia, public lands owned by the several colonies, acreage and products of the Australian wheat crop in each colony.

THE VALUE OF AUSTRALIAN TRADE.

Our exports to Australia have so far been insignificant. While our total exports in 1885 were $89,238,361, of this only $433,717 went to Australia, and of this latter only $165,393 were manufactured goods ; indeed, our total exports of manufactured goods to all countries were in the same year only $3,181,501, not equal to the exports from mines and not half the value of the exports from our fisheries. Hence it is time that we look abroad for other markets and facilities for opening connections with them. The completion of the Canadian Pacific Railway to Vancouver and the certainty that steam communication will be at once opened with New Zealand and New South Wales opens to us a continent second to none in importance. Our geographical position is about equal to that of the United States, the lines of goods we produce are much the same as those of that country. What, then, is to prevent our obtaining a larger share of the trade ? Yet, in the past year, while we shipped to Australia only $433,717 worth of our produce, the United States shipped $10,534,138 and Great Britain the year previous about $134,195,000. The total

imports of the Australian Colonies—besides what may be called intercolonial—are over $250,000,000 per annum. Certainly Canada has not done her share, and no better field is open for our enterprise.

To show the difficulties under which we have labored in the past for lack of direct communication and commercial intercourse, I may give an instance. Visiting recently a friend who is a manufacturer of tobacco in Quebec I observed some of the employees marking tobacco for Australia. Asking how this sale was made, the proprietor stated that the order came unsolicited from a firm of Boston brokers on account of a house in London, England, and was for shipment via Boston. My friend added that he was assured of more orders from same quarter, and was satisfied that a direct connection would mean a large trade in his goods. Another incident will illustrate. A paper and paper bag manufacturer of Toronto, Ont., told me the other day that his firm had exhibited in Sydney in 1879. After the exhibition an order was received from a firm in that city for about $1,500 worth of paper bags. No reference was given or remittance sent. As this gentleman remarked, the parties were probably quite good, but they had to decline the order pending some satisfactory references, which never came, the time taken up in correspondence no doubt causing its discontinuance.

The Canadian Pacific Railway, or for more bulky and less valuable classes of merchandise sailing vessels from the St. Lawrence on the one hand, and the Canadian Agency on the other, will, it is hoped, meet such difficulties as in the cases just noted. Before leaving this part of the subject as to the comparative exports of Canada, Great Britain and the United States, I take the liberty of quoting from a trade letter on this subject written by a gentleman whose name will long be remembered by the merchants of Canada as a lucid, able and laborious student and exponent of the course of our trade, a man whom many with myself will ever remember as a kindly whole-souled friend, and whose death the past week is mourned by all who knew him—Mr. W. J. Patterson, Secretary of Montreal Board of Trade. He says, in this letter published in 1876:

"It must not be overlooked, however, that under the very general designation of "'Foreign Exports' Canada should have credit for a considerable share of the trade done "directly by Great Britain and the United States, how large a proportion cannot be deter- "mined from the printed records; for instance, after the letter on Australian trade was made "public, I was informed by a gentleman in the trade that two of the most extensive boot "and shoe manufacturers in the city were at work upon large orders for London, the goods "to be sent thence to Australia; also that assorted lots of doors and sashes, etc., besides "lumber had been shipped monthly, sometimes semi-monthly, via United States ports for "same destination."

One other extract I make from this letter wherein Mr. Patterson makes a practical suggestion foreshadowing something approaching to the plan now adopted by the Dominion Government as indicated in these pages:

"Perhaps the most effective way to tap the commerce of the Australian Colonies would "be, in the first instance, to establish a 'Canadian Ventures Association for promoting

"trade with Australia;' the lines of merchandise mentioned in the tables indicate with sufficient clearness who might be the venturers, were a thorough business man, one personally conversant with the trade interests of the Colonies, appointed to act as agent for such a body of men, each assisting to meet the requirements of the people there. He could give special attention to the interests of the members of the Association and generally do much to extend the commercial relations of Canada in that far-off region."

It will be seen that the progressive and enlightened policy shown by the Dominion Government in this matter, together with the intelligent and enterprising spirit of the Canadian Pacific Railway which will be in a position to offer freight inducements of a satisfactory character, will go far to give without cost, the Canadian merchant and manufacturer all and much more than all the advantages contemplated by the suggested "Venturers' Association."

SOME LINES OF MERCHANDISE AVAILABLE FOR EXPORT.

Agricultural Implements :—

Our shipments to Australia in 1885 as per trade and navigation returns, were of the extravagant value of $256, while that of the United States for the same period was $244,310. In 1876 the latter was $59,025.

Australia offers an ever-widening market for goods of this description and such only as are the best of their kinds. Among others may be noted reapers, mowers and binders, seeders, threshers, hay cutters, corn planters, hay rakes, plows, harrows, straw cutters, etc.

Ashes, Pot and Pearl :—

Shipments from	United States	$ 40,273
" "	Great Britain not specified.	

These figures are for 1885, as are also the others following so far as they relate to the United States and Canada; for Great Britain they deal with 1884 which are the latest accessible returns.

Apples :—

Shipments from United States—Dried, value, $80,028; Green, 9,861 barrels, value, $37,246.

Blacking :—

Shipments from	United States	$ 25,263
" "	Great Britain not specified.	

Books, Maps, Engraving and other printed matter :—

Shipments from	United States	$ 124,940
" "	Great Britain	1,005,000
" "	Canada	84,591

Boots and Shoes—Rubber Goods :—

Shipments from United States..... $ 48,422

Boots and Shoes—Leather :—

Shipments from United States..... $ 367
" " Great Britain..... 3,665,000

How is it that the latter country has such a monopoly of this trade ? The Province of Quebec has made immense strides in the industry Is the secret in the fact of non-intercourse with Australia, or in our not adapting our goods to the needs or taste of a country so English in its habits ? The course of this trade is the more striking when we remember that the past three years have seen a large increase in the export by us of sole and upper leather, which last year was about $500,000 for the most part to England, and about double what it was in 1884. Do we send the raw material to England for manufacture because we know so little of, and have had so little communication with the countries where these goods are sold ? But besides sending our leather to England, it is a curious fact that we send to that country large quantities of boots and shoes, some of which possibly go to make up their exports to Australia. A leading boot and shoe firm of Montreal has for the past ten years sent one of their travellers regularly twice a year to England and Germany to solicit orders for their manufactures, it is to be presumed with success, or it is fair to suppose that otherwise, the route would be abandoned.

Beer and Ale :—

Shipments by Great Britain..... $5,520,000
" United States 74,385

Carriages and Horse Carts, also parts :—

Shipments by United States ..... $ 388,331
Canada should be able to compete in this line with profit.

Casings for Sausages :—

Shipments by United States ..... $ 90,633

Cordage and Twine :—

Shipments by United States ..... $ 26,138

Clover Seed :—

Shipments by United States ..... $ 31,198

Cotton Manufactured Goods : –

Shipments by Great Britain $9,260,000
" United States 66,677

Fish—All Sorts :—

Shipments by the United States	$	82,950
" Canada		81,193

With proper facilities for transit the Australian market for this article may be greatly extended.

Fruit Canned :—

Shipment by United States	$	102,504

Glassware—not window :—

Shipments by United States	$	74,889

Harness and Saddlery :—

Shipments by Great Britain	$	645,000
" United States		31,820

Leather—All Sorts :—

Shipments by United States	$	216,497

Lamps and Devices for Illuminating :—

Shipments by United States	$	73,961

Locomotives :—

Shipments by United States, 20, value	$	140,000

Stationery Engines :—

Shipments by United States, 8, value	$	9,205

Boilers and parts of Engines :—

Shipments by United States	$	5,675
" Great Britain (all sorts and parts)		6,920,000

Machinery not Elsewhere Specified :—

Shipments by the United States	$	576,475
" Canada		32,063

Musical Instruments :—

Shipments by United States—Organs 2,354, value	$	138,918
" " " Pianos 37, value		10,863
" " " Parts		3,907
" Canada—Organs		8,350

Nails and Spikes :—

Shipments from United States	$	19,073
" Great Britain, not specified		

Oils :—

Shipments by the United States—Lard	$	12,201
" " " Whale and fish		51,664
" " " Naphtha		30,233
" " " Illuminating		912,986
" " " Lubricating		39,587
		$1,046,671

Canada has had so far no share in this important trade, though I am assured by a manufacturer from Petrolea that 45,000 bbls. of lubricating oil are annually exported from Canada to the United States.

Seed oil was exported to Australia by England in the year 1884 to the value of $540,000.

Railway Cars, Passenger and Freight :—

Shipments from United States in 1885	$	86,514

None from Canada that year. In 1884 $50,000 worth of freight cars were purchased and shipped from London, Ontario, with satisfaction to all the parties concerned.

Roofing Slate :—

Shipments from United States	$	44,950

Refined Sugar :—

Shipments from United States	$	601,568

Saws and Tools :—

Shipments from United States	$	360,879

Scales and Balances :—

Shipments from United States	$	14,532

Sewing Machines :—

Shipments from United States	$	129,524
" " Canada		31

Stoves, Ranges and Parts :—

Shipments from United States	$	45,019

Tin—Manufactures of :—

Shipments from United States	$	9,382

Tobacco :—

Shipments from United States :—

Cigars	$	8,012
Cigarettes		104,561
And other manufactured		931,561
		$1,044,134

Trunks and Valises :—

Shipments from United States	$	19,010

Vegetables :—

Shipments from United States—

Onions	$	5,848
Peas		1,009
Canned vegetables		8,443
	$	14,300

Vessels :—

Shipments from United States—sailing vessels, 1,157 tons, value	$	14,600
Shipments from Canada		31,000

Wood—Manufactures of :—

Shipments from United States—

Boards, deals and planks,	$	840,132
Joist, lath, paling, box-shooks, etc		83,967
Doors, sashes and blinds,		156,516
Mouldings, trimmings and other house finishings		62,071
Household furniture and other wooden ware		622,100
		$1,764,786

Shipments from Canada—

Planks	$	155,036
Other lumber,		31,976
Doors and sashes,		1,300
	$	188,312

For further information as to exports to Australia by the several countries noted, the tables on pages 13 to 20 may be consulted. Besides the goods appearing in the customs returns as sent to the Colonies, there can be no doubt that they offer a tempting market for some of the grains and other produce of our Northwest Provinces.

Oats :—

Oats might be quoted in this category. The ruling value in Australia is from 62c. to 75c. per bushel. Oatmeal is about $4.50 per cwt.; 20 cents per bushel will land oats from Manitoba to the Pacific Coast via Canada Pacific Railway. Vessel room will be about 10 cents per bushel to Sydney or Melbourne, low enough to leave a good margin on prevailing prices here.

Butter :—

Ruling price in Australia 25 cents for pastry up to 50 cents for good. The course of trade in this article in the past, and the course it is destined to take in the future, is a striking illustration of the wisdom of pushing through our Canadian trunk line to the Pacific, and how greatly our farming community is interested in its completion, particularly the farmers of the Northwest. British export tables are so lacking in details that many articles are grouped under general heads ; thus no figures are given for showing exports of butter to Australia; none appears to go from the United States, the home market in New York, Boston or San Francisco keeping the price too high for profitable export. The bulk of what is consumed in the Colonies thus comes from Great Britain and Ireland. The dairy product of the Northwest will this year more than supply the local demand but without railway connection with the Pacific the exports must go east to Montreal, thence to Liverpool or London, thence to Australia. Winnipeg is as near and freight will be as low to Vancouver as to Montreal. Our shippers can save time, freight and the charges of middle men by shipping on through Bill of Lading to Australia, and there find for this and many of our products such a market as will add value to every acre of arable land in the Northwest. Tin-lined tubs for butter are now being largely sold. A few cents per package will solder a tin lining inside the cover and give such a package as containing the excellent article usually produced by our dairies, will compete on the markets of the Orient with butter from the Green Isle, which usually sells at the highest price. The prevailing price in Manitoba is from 15c. to 20c. The possibilities of trade in this article are undeniable.

Eggs :—

These sell at 2 shillings or 50 cents per dozen, and other produce which need not here be detailed cannot fail to give freight to our national highway a market to our farmers, and prove to the latter that after all a through road to the Pacific is a greater boon to the prairie section than they anticipated.

Return Freights :—

Our imports from Australia have so far been practically nil, hence return cargoes for vessels which may take out freight from the St. Lawrence cannot be counted on. The exports by Australia are in the

main hides and skins, gums and gum resins, tin, in bar, block, pigs or granulated, opium, coal, wheat, meat, copper ore, tallow, gold and the great staple wool. No doubt a direct trade of some importance may be done in the last mentioned article, but for the bulk of such goods England is the market; yet even this disadvantage to sea-going freight is not serious. The usual course is for United States or Canadian vessels, when discharged, to proceed to Newcastle, New South Wales, for coal for China, California, or other countries, or to England with other staple products of the country, taking a freight for this continent from there. The United States in this respect have to contend with like difficulties, and it is noteworthy that while the exports from the United States to Australia in 1885 were $10,534,138, they were only $3,884,866 in 1876, and $9,225,459 in 1884, an increase during the year 1885 of $1,308,679. At the same time the imports by the United States from Australia in 1884 were $4,373,465, and in 1885 $2,823,393, or a decrease of $1,550,072 in the last year; we thus see that the United States sell to Australia over four times as much as they purchase. We need have no fear but that Canada can make an equal record to this; once our intercourse and knowledge of its products enable our merchants to purchase intelligently our imports will bear a fair proportion to our exports.

I will now bring this letter to a close, hoping that I have shown with something like conclusiveness:—

1st. That the magnitude of the trade with the Antipodes, of which so large a share is done by Great Britain and the United States in articles which we can produce to advantage, presents an extraordinary field for our merchants and manufacturers.

2nd. That the steps taken by the Dominion Government to facilitate our trade relations with that continent are businesslike and praiseworthy, meriting the support and co-operation of the classes named.

3rd. That many of the products of our farms, our fisheries and our factories, by our taking advantage of the facilities now offered, may find a natural and continually increasing market which will tend to the prosperity of all.

Hoping that our all-powerful friend, the press, will aid in my work by bringing the subject of this letter prominently before the public, so that when visiting the many manufacturing districts to seek the co-operation required, I may meet gentlemen already conversant with the matter and ready to fall in with the suggestions herein contained.

I am, gentlemen, yours respectfully,

A. WOODS,

Agent-General from Canada to Australasia.

WINNIPEG, 24TH JUNE, 1886.

TABLE A.

Exports of Domestic Merchandise by the United States to Australasia for the year ending June 30th, 1885, and imports by the United States from Australasia of goods, the produce of the latter, for the same period.

Exports to Australasia.	Value.
Agricultural Implements,—	
Mowers, Reapers and parts	131,261
Plows, Cultivators and parts	5,917
Other parts not specified	107,132
Horses	1,500
Other animals and fowls	300
Works of art, paintings, etc.	3,822
Billiard and pool tables	1,178
Blacking	25,263
Books, maps, engraving and other printed matter	124,940
Brass and manufactures of	7,616
Bread and biscuit	3,516
Indian corn	10,585
All other bread stuffs and preparations of	66,895
Broom corn	43,930
Brooms and brushes	48,422
Carriages, horse carts and parts	388,331
Railway cars, passenger and freight	86,514
Casings for sausages	90,633
Ashes, pot and pearl	2,330
Medicines, patent and proprietory	271,699
Roots, herbs and barks	24,004
Other drugs and medicines	124,235
Clocks and parts of	114,722
Watches and parts of	1,194
Coffee and cocoa or chocolate	1,188
Cotton and manufactures of—	
Colored	3,047
Uncolored	45,662
Wearing apparel	6,563
Other manufactures of	11,400
Perfumery and cosmetics	9,922
Toys	12,439
Other fancy artlcles	27,539
Fish, smoked and cured. including Haddock, Hake and Pollock	25,456
Salmon, canned	12,292
Fish, dried and smoked, not elsewhere specified	1,543
Fish, pickled	9,135
Shell fish—	
Oysters	11,043
Other	23,479
Carried forward	£1,886,647

Imports from Australasia.	Value.
Dye woods in sticks	18,239
Gums and gum resins	867,123
Hides and skins	29,787
Medicinal seeds	3,690
Tin,—in bar, block, pigs or granulated	464,184
Wheat	1,219
Opium prepared for smoking.	250,333
Coal, bituminous	632,298
Molasses	4,254
Wool, unmanufactured	491,968
Carpet and other similar wools	1,858
Total direct imports to U. S.	$2,635,231
Through foreign ports	188,162
Carried forward	$2,823,393

TABLE A.—*Continued.*

Exports to Australasia.	Value.	Imports from Australasia.	Value.
Brought forward	1,886,647	Brought forward	$2,823,393
Cordage	3,786		
Twine	22,352		
Other hemp manufactures ..	5,200		
Apples—			
Dried.	80,028		
Green or ripe 9861 bbl	37,246		
Fruits—			
Canned	102,504		
Other green, dried or ripe fruit	5,006		
Glassware, not window.....	74,889		
Glucose or grape sugar.....	3,243		
Glue.....	1,341		
Grease, scrap and soap stock	17,481		
Gunpowder.	3,785		
Other explosives.....	8,841		
Hair and manufactures of....	5,371		
Honey.....	12,091		
Hops	25,354		
Rubber boots and shoes.....	10,009		
Other rubber goods.....	36,051		
Ink, printer's and other....	7,280		
Instruments, telegraph, telephone and scientific	7,445		
Car wheels.....	4,893		
Castings, not specified	17,928		
Cutlery	1,355		
Firearms	17,423		
Builders' hardware.....	273,212		
Machinery not elsewhere specified	576,475		
Nails and spikes	19,073		
Printing presses and parts..	12,860		
Saws and tools.....	360,879		
Scales and balances.....	14,532		
Sewing machines and parts ..	129,524		
Locomotives (20)	140,000		
Stationery engines (8).....	9,205		
Boilers and parts of engines..	5,675		
Stoves, ranges and parts....	45,019		
Wire	38,606		
Other manufactures of iron and steel	238,783		
Manufactured jewelry, gold and silver.....	17,407		
Lamps and devices for illuminating...	73,961		
Lead and manufactures of....	4,095		
Leather, buff, grain, split and upper	147,161		
Leather, patent or enamelled	49,446		
Sole and other leather.....	15,795		
Carried forward.....	4,569,257	Carried forward.. ...	$2,823,393

TABLE A.—*Continued.*

Exports to Australasia.	Value.	Imports from Australasia.	Value.
Brought forward	4,569,257	Brought forward.....	$2,823,393
Boots and shoes.....	367		
Harness and saddlery	31,820		
Other manufactured leather..	18,526		
Lime and cement	27,683		
Malt liquors in bottles, 36093 dozen	74,385		
Marble and stone unmanufactured	1,663		
Roofing slate	44,950		
All other not specified	66,464		
Musical Instruments,—			
Organs, 2354	138,918		
Pianos, 37	10,863		
All others and parts of....	3,907		
Resin	53,338		
Tar	1,460		
Oils,—			
Lard	12,201		
Whale and fish	51,664		
Naphtha, including all lighter products of distillation..	30,233		
Illuminating	912,968		
Lubricating and heavy paraffine.....	39,587		
Cotton-seed	3,203		
Volatile and essential	1,210		
Paints and painters colors...	30,164		
Paper—hanging, writing and envelopes	1,464		
Other paper	19,823		
Plated ware.....	130,219		
Beef, canned.....	12,306		
Hams.....	2,812		
Poultry	1,700		
Other meat products.....	23,052		
Quicksilver	4,103		
Clover seed.....	31,198		
Timothy seed.....	1,904		
All other seed.....	26,356		
Silk, manufactures of.....	2,471		
Soap—			
Toilet and fancy..... ...	3,296		
Other.....	2,834		
Spirits—			
Alcohol	2,709		
Whiskey	1,866		
Spirits of turpentine	93,027		
Starch	2,634		
Stationery, except paper....	10,922		
Stereotype plates	7,705		
Molasses	28,456		
Carried forward	6,535,688	Carried forward.....	$2,823,393

TABLE A.—*Continued.*

Exports to Australasia.	Value.	Imports from Australasia.	Value.
Brought forward.....	£6,535,688	Brought forward.....	$2,823,393
Sugar, refined.....	601,568		
Candy and confectionery....	2,942		
Tin, manufactures of.....	9,382		
Tobacco, manufactures of—			
Leaf.....	112,593		
Cigars	8,012		
Cigarettes	104,983		
Other manufactured.....	931,561		
Trunks, valises and bags....	19,010		
Varnish	8,010		
Vegetables—			
Onions.....	5,848		
Peas and beans	1,019		
Canned	8,443		
Vessels, sailing	14,600		
Wood and manufactures of			
Boards, deals and planks .	840,132		
Joists and scantling.....	1,992		
Laths	15,952		
Palings, pickets and bed-slats	8,592		
Box shooks..... ..	4,412		
Staves and headings.....	5,395		
All other lumber.....	43,801		
Logs and other timber.....	3,823		
Doors, sash and blinds.....	156,516		
Mouldings, trimmings, and other house finishings....	62,071		
Household furniture.....	361,230		
Wooden ware.....	68,344		
All other manufactured wood	192,526		
Wearing apparel	7,374		
Total ....£	10,534,138	Total. imports by U. S.	$2,823,393

TABLE B.

Exports to Australasia of some of the principal articles of British and Irish produce and manufacture from the United Kingdom for the year ending December 31, 1884, and imports to the United Kingdom of goods the produce of Australasia for the same period, all in sterling money.

Exports to Australasia.	Value.
Beer and ale	£504,207
Spirits, British and Irish	389,605
Cotton, manufactured piece goods	1,852,510
Linen, manufactured piece goods	454,669
Silk, broad stuff, silk and satin	49,587
Ribbons	36,708
Other articles of silk only	24,515
Other articles of silk and other material	52,822
Woolen and worsted manufactnres fabrics or mixed coatings,etc	1,081,390
Worsted fabrics, coatings, etc	249,161
Carpets, not being rugs	198,077
Metals and manufactures thereof except machinery—	
Hardware and cutlery, unenumerated	604,669
Bar iron, bolt or rod	319,005
Railroad iron and steel	749,052
Hoop, sheets, boiler and armor plate, including galvanized sheet	986,064
Tin plates and sheets	105,340
Cast and wrought and all other manufactures unenumerated, except ordinance	1,059,909
Lead—pig, sheet, piping and manufactured	62,910
Machinery and mill work, steam engines and parts thereof	538,764
Other descriptions	846,042
Apparel and articles of personal use	
Apparel & ready-made clothing	1,896,050
Haberdashery, millinery and needle work	604,952
Leather—	
Boots and Shoes	713,345
Bags and sacks for packing	38,323
Cement	182,188
Carried forward	£13,599,864

Imports from Australasia.	Value.
Wheat	£ 2,094,381
Meat preserved otherwise than by salting	309,197
Mutton, fresh	820,263
Metals—	
Copper unwrought and part unwrought	551,423
Tin, in blocks, ingots, bars and slabs	791,194
Wool, sheep and lambs	19,952,546
Hides, wet	160,561
Tallow and sterine	890,369
Leather, hides tanned, or in any way dressed, goat and sheep skins	591,822
Total	£27,161,756
Carried forward	£27,161,756

TABLE B.—*Continued.*

Exports from Australasia.	Value.	Imports from Australasia.	Value.
Brought forward.....	£13,599,864	Brought forward.....	£27,161,756
Earthenware, chinaware parian and porcelain	298,205		
Oil—Seed oil.....	108,182		
Paper—Writing, printing and enveloped	546,813		
Paper—All other	102,046		
Saddlery and harness	129,468		
Stationery other than paper..	201,305		
Other articles, about.....	9,230,478		
The total being	£24,216,452	Total.	£27,161,756

TABLE C.

Statement of goods showing the produce of Canada exported to Australasia during year ending June 30, 1885, and the produce of Australasia imported by Canada for same period.

Exports to Australasia.	Value.	Imports from Australasia.	Value.
Coal.....	$ 110	Settlers' effects.....	$ 802
Stone	120	Jewelry of gold	842
Salmon—		Prepared meats.....	960
Canned	57,571	Tin in blocks, pigs and bars	1,196
Pickled	23,622	Articles for use of Dominion Government	5
Logs, spruce.....	40		
Deals—			
Pine.....	5,231		
Spruce.....	8,449		
Ends	135		
Laths	15,915		
Planks.....	155,036		
Scantling.....	433		
All other lumber.....	1,532		
Masts and spars.....	140		
Agricultural implements....	256		
Books	84,591		
Machinery	32,063		
Sewing machines.....	31		
Hardware	379		
Boots and shoes.....	50		
Organs.....	8,350		
Pianos.....	250		
Ships	31.000		
Doors and sashes.....	1,300		
Other manufactures of lumber	100		
Other articles.....	7,023		
Total	$433,717	Total	$3,825

TABLE D.

Statement showing goods exported to and imported from each
in 1882 by the United Kingdom, the United States and Ca
sterling, and the others in dollars.

NEW SOUTH WALES.

Exports to	Value.	Imports from	Value.
By United Kingdom	£11,155,917	By United Kingdom	£7,309,691
" United States	$886,171	" United States	$676,598

VICTORIA.

Exports to	Value.	Imports from	Value.
By United Kingdom	£8,980,420	By United Kingdom	£7,763,065
" Canada	$ 38,052	" United States	$38,744
" United States	680,863		

SOUTH AUSTRALIA.

Exports to	Value.	Imports from	Value.
By United Kingdom	£3,466,484	By United Kingdom	£3,000,886
" United States	$219,161		

WESTERN AUSTRALIA.

Exports to	Value.	Imports from	Value.
By United Kingdom	£175,058	By United Kingdom	£333,388

TASMANIA.

Exports to	Value.	Imports from	Value.
By United Kingdom	£379,047	By United Kingdom	£396,103

TABLE D.—*Continued.*

NEW ZEALAND.

Exports to	Value.	Imports from	Valu
By United Kingdom	£5,553,324	By United Kingdom	£4,709
" United States	$463,493	" United States	$434

QUEENSLAND.

Exports to	Value.	Imports from	Valu
By United Kingdom	£2,053 370	By United Kingdom	£1,290
" United States	$101,880		

TABLE showing mileage of Australasian railways, telegraph lines, extent in each Colon public lands unalienated, acreage under wheat crop and produce in 1882 (being latest obtainable.)

Railways in operation in 1882	6,071
Telegraph lines in operation in 1882	30,767

LANDS UNALIENATED.

New South Wales	158,484,233
Victoria	43,390,221
South Australia	568,024,004
Western Australia	638,311,022
Tasmania	12,483,965
New Zealand	50,181,737
Queensland	422,543,959
Total	1,893,419,141

ACRÉAGE UNDER WHEAT AND PRODUCE IN 1882.

	Acres.	Produce.
New South Wales	247,361	4,042,395 bu
Victoria	969,362	8,751,454
South Australia	1,746,531	7,356,117
Western Australia	22,718	249,898
Tasmania	46,721	946,889
New Zealand	390,818	10,270 591
Queensland	10,494	145,752
Totals	3,434,005	31,763,096 bu

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Woods, Alexander
Trade letter to the merchants and manufacturers of Canada

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